

Message Text

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43

ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-07 /018 R

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COM/BIC/OED/MEPD/LENGLESON

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P 131901Z JUN 75

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS PRIORITY

UNCLAS STATE 138722

E.O. 11652: N/A

TAGS: BEXP, VE

SUBJECT: MAJOR PROJECT: VENEZUELAN FIRM SEEKS AMERICAN

--- PARTNER FOR PIPELINE CONSTRUCTION

REF: CARACAS 5851

1. MAJOR PROJECTS DIVISION USDOC HAS CONTACTED BT PHONE FOLLOWING PIPELINE CONSTRUCTION FIRMS BECHTEL, BROWN AND ROOT, DRAVO, MORRISON-KNUDSON, ASSOC. PIPELINE CONTRACTORS, AND T. L. JAMES COMPANY. UNFORTUNATELY WE HAVE NOT HAD A POSITIVE RESPONSE.

--- (A) BECHTEL WAS NOT INTERESTED.

--- (B) MORRISON-KNUDSON CALLED MARACAIBO AND TALKED TO A

--- MR. WHITE SINCE PIETROSEMOLI WAS OUT OF TOWN.

--- M-K LEARNED THAT FIXED UNIT PRICE BIDDING WOULD BE

--- NECESSARY AND SINCE THEY HAVE NO OTHER WORK IN

--- VENEZUELA AT PRESENT AND WOULD HAVE TO ASSUME A

--- LARGE RISK TO BID UNDER THOSE TERMS HAVE DECIDED

--- NOT TO PURSUE THE PROJECT.

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--- (C) ASSOCIATED PIPELINE CONTRACTORS HAS A FULL PLATE
--- ALREADY AND CANNOT UNDERTAKE ADDITIONAL WORK FOR

--- SIX MONTHS OR SO.
2. STILL WAITING FOR FIRM RESPONSE FROM OTHERS BUT HAVE
TO ADMIT WE DO NOT EXPECT TO LEARN THAT ONE OF THEM WILL
UNDERTAKE THE PROJECT. ONCE AGAIN THE VILLAIN IS FIXED
COST OR A HARD MONEY BID. MEPD WILL REPORT THE OTHER
FIRMS POSITIONS AS WE HEAR FROM THEM. KISSINGER

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Disposition Event:
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